



U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization



7TH ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER



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Doing Business with DOE

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U.S. Department of Energy



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The DOE Business Model

- DOE is largest Civilian buying agency.
- Majority of DOE Obligations go to Facilities Management Contracts (FMCs).
- FMCs have historically been performed by large industrial companies and academic institutions.

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What We're Doing

- FMC breakout opportunities for small business prime contracting.
- Placeholders in FMC primes to breakout existing or future FMC subcontracts for placement by DOE as primes.
- Expanded subcontracting requirements for FMCs.

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What We're Doing

- DOE's annual non-FMC contract obligations exceed \$3 billion.
- In FY-05, close to 30% of non-FMC obligations went to small business (HQ almost 70% in '06).
- DOE continues to emphasize expansion of prime contracting opportunities for small businesses.
 - NTC
 - Portsmouth/Paducah

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The “Nuts and Bolts” Stuff

- CCR
- FedBizOpps
- E-Center
- DOE/C-Web
- IIPS
- PADS-Online
- MAS/FSS

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Central Contractor Registration

<http://www.ccr.gov>

- All Federal Contractors must be registered in the Central Contractor Registration (CCR) to receive a Government contract, except:
 - Purchase Card buys
 - Classified contracts
 - Support to military/emergency ops
 - Unusual/compelling need
 - Foreign contracts outside U.S.
 - Micro-purchases that don't use EFT

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Federal Business Opportunities

www.fedbizopps.gov

- Governmentwide Point of Entry for electronic public access to procurement opportunities > \$25K.
- Government buyers post synopses of proposed contract actions, solicitations, other information.
- Public can register/subscribe directly.
- Can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

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E-Center

<http://e-center.doe.gov>

- The E-Center is the KEY to doing business with DOE.
- Provides detailed information on doing business with DOE, including:
 - viewing current business opportunities.
 - registering to submit proposals.
 - obtaining information and guidance on the acquisition/financial assistance award processes.
- Access tools to identify opportunities and where to market your capabilities.

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E-Center

<http://e-center.doe.gov>

- Register/Subscribe to:
 - DOE/C-Web
 - IIPS (Industry Interactive Procurement System)
- DOE/C-Web and IIPS are DOE's Electronic Procurement Systems where:
 - solicitations are issued
 - bids and proposals are submitted/received
 - amendments/other communications are issued
 - Awards are made!

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E-Center

<http://e-center.doe.gov>

- DOE/C-Web - Simplified Acquisitions (<\$100K).
- DOE/C-Web will notify you of solicitations in your areas of interest.
- Search for business opportunities.

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E-Center

<http://e-center.doe.gov>

- IIPS (>\$100K)
 - Browse opportunities anonymously.
 - Register to submit proposals.
 - Subscribe to specific business opportunities.
 - Submit questions and receive answers.
 - IIPS feeds Government-wide FedBizOpps and FedGrants systems.

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Research/Marketing Tools

OSDBU Website: <http://smallbusiness.doe.gov>

- Forecast of prime and subcontract opportunities.
- Roadmap to Doing Business with DOE.
- Directory of SB Program Managers.
- Information on SB programs.
- DOE SB Strategic Plan.

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Research/Marketing Tools

Office of Procurement's website:
<http://professionals.pr.doe.gov>

- DVD on how to do business with DOE.
- PADS Online <http://padsonline.energy.gov/>.
- DOE and FMC contracting Points of Contact.

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Research/Marketing Tools

- PADS Online
 - DOE-wide search engine for all active contracts over \$25K.
 - Search by simple terms, NAICS codes, geographical areas, etc.
 - Find which products and services DOE buys.
 - Find program offices/buying offices that have awarded contracts in your areas of interest.

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Research/Marketing Tools

- Be an active participant in the planning stages of the acquisition.
- Exploit opportunities to get your questions answered and make your opinions/concerns known.
 - Draft RFPs
 - One-on-One's
 - Site Tours

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Market to DOE

- Use the Information from PADS Online and the E-Center to market to DOE.
- Contact DOE Small Business Program Managers.
- Find DOE phone numbers and e-mail addresses at: <http://phonebook.doe.gov>
- Market yourself on the basis of your capabilities.
- Know DOE and its programs.

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Get On The GSA Schedules

- DOE, like most agencies, are gravitating more to using Multiple Award Schedules.
- DOE pioneered policy of targeting small businesses for schedule buys.
- DOE conducts formal/disciplined market research to identify select qualified firms.
- Make sure your information is accessible and comprehensive.

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